

One Team • One Purpose



The GovWorks Advantage

- **A recognized Federal Acquisition Center**
- **Providing innovative solutions:**
 - streamline purchasing of goods and services
 - superior customer service
 - comprehensive contract management services
- **Transforming government by bringing people and ideas together to unleash new solutions**

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Helping Government Work Better

- **Government doing more with less**
- **Demand for Acquisition Services growing**
- **Because we compete, we find better ways**

Operating Authority

- **Franchise Fund — accepts orders for acquisition services**
 - OMB and Congressional approval
 - For all military and civilian agencies to use
 - Uses broad, business-like operating principals to promote better government and performance
 - Use an Interagency Agreement or MIPR to transfer funds for a *bona fide need*
 - No “parking” of funds—ordering agency must have a *bona fide need*



GovWorks At-A-Glance

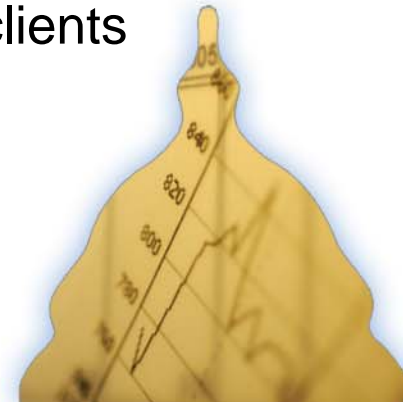


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Taking Acquisitions to New Heights

- **Experts at handling all phases of the procurement process**
 - Service plus Compliance plus Value
 - Competitive awards for 80% of contracts
 - Adhere to “Fair Opportunity” requirements
 - Fully compliant with DoD Section 803 competition
 - Use of e-Buy for FSS actions
- **Recognition for innovation and customer service:**
 - An 87% customer satisfaction approval rating
 - A strong customer retention rate - 75% are original clients



A Better Way

- **GovWorks has access to, and an understanding of, a wide variety of government contract vehicles, including:**
 - Government-Wide Acquisition Contracts—SEWP and NIH
 - ENCORE, ANSWER, ITES2 and EAGLE and more
 - GSA Schedules
- **Contractor selections based on best value**
- **Results-based contracting**

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Our Value

- **Customized acquisition services tailored to the client's needs**
- **Experienced Contracting Officers complying with Federal Acquisition Regulations and agency-specific requirements**
- **Accurate financial information for agencies:**
 - Funds Received
 - Contract Awards
 - Bills Paid
 - Funds Remaining

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Easy-to-Understand Financial Statements

General Funding Detail

Total Funding Received:	\$1,726,600.00	Total Contract Costs:	\$992,000.00
		Total Service Charges:	\$39,680.00
Total Amount Available:	\$694,920.00	Total Contract Costs & Service Charges:	\$1,031,680.00

Contractual Obligations Exclusive of Fee

Delivery Order: 80000 / XYZ Company	\$172,000.00	Delivery Order: 80016 / ABC Company	\$220,000.00
Delivery Order: 80079 / NBC Company	\$600,000.00	Delivery Order:	\$0.00
Delivery Order:	\$0.00	Delivery Order:	\$0.00
Delivery Order:	\$0.00	Delivery Order:	\$0.00
Total Contractual Obligations:		\$992,000.00	

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A Small Business Advocate

- **Actively encourages small business participation**
- **Returns small business award credits to the originating agency**
- **Small Business Awards:**

<u>Business Type</u>	<u>Goal</u>	<u>Achieved</u>
Small Business	45%	48.9%
8(a)	10%	12.2%
Small Disadvantaged	15%	9.3%
Woman-Owned	6%	7.3%
Service-Disabled Veteran Owned	3%	1.4%





GovPay – e-Invoicing System

- **Fast, accurate and intuitive way to process invoices**
- **Eliminates the burden of cumbersome paperwork**
- **Electronic reviews and approvals over a secure Web Portal**
- **Access to online payment information 24x7**
- **Ensures predictable cash flow by eliminating late payments**
 - 99.9999% invoices are paid without interest



Expanding Our Services and Value

Where We're Going—

- **Creating Centers of Expertise for Strategic Sourcing**
 - **Spend Analysis**
 - **Performance Contracts tied to Cost Effective Solutions**
- **Expanding Services by combining:**
 - **Project Management and Acquisition Skills**
 - **Business-based Skills—Know the Market**

Pick the Right Assisting Agency

- **Contact Assisting Agencies**
- **Share Information**
- **Reach Agreement**
- **Document Selection**
- **Monitor Performance**

Step 1—Evaluate Your Options

- **Contact Assisting Agencies—3 or more**
 - Franchise Funds: Authorized by Congress and OMB to provide Acquisition Services for a fee
 - other Economy Act service providers
 - GWAC: Authorized by OMB as a governmentwide acquisition contract provider—a good source for buying
- **Review agency requirements—DOD has issued guidance**
 - DOD policy promotes using Assisting Agencies
 - must document the decision
 - provide DOD agency specific requirements
 - COTR within DOD must be trained

Step 2—Ask for Information

- **Compare the range of services needed and offered**
- **Contact customers for past performance results**
- **Financial information sharing practices**
- **Authority of the assisting agency**
- **Customer survey results**
- **Discuss expectations**

Step 3—Creating an Agreement

- **Roles and responsibilities**

- what the Assisting Agency must do to help you
- what you must do
- acquisition method, including use of GWAC
- contract performance monitoring

- **Cost reimbursement or service-for-fee**

- consider the advantages

- **State the *bona fide need***

- valid order for a services or supplies before September 25
- order cannot change after the fiscal period ends
- agency specific rules

What's Important to Know

- **Document your decision**

- Franchise Funds: no D&F required (Sec. 403, P.L. 103-356)
- Economy Act: D&F is required (FAR 17.5)
- other Assisting Agencies: review their authority

- **Monitor Assisting Agency's performance**

- set a performance schedule
- monitor cost and performance
- closeout the agreement

Serving the Federal Government

Agencies We Serve

- Department of the Interior
- Department of Agriculture
- Department of Homeland Security
- Department of Justice
- Department of Labor
- Department of State
- Department of the Treasury
- Department of Veterans Affairs
- Federal Aviation Administration
- Federal Communications Commission
- Federal Retirement Thrift Investment Board
- Department of the Defense
- TRICARE
- Air Force
- Army
- Marine Corps
- Navy
- Nuclear Regulatory Commission
- Office of Personnel Management
- Federal Trade Commission
- Pension Benefit Guarantee Corporation
- National Archives

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Partnership Opportunities

For more information, contact:

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